

**Mortgage Banker/Broker Examination**  
**Effective November 1, 2004**

**80 scored questions – 5 pretest questions**

**I. Federal mortgage-related laws**

- A. RESPA
- B. Equal Credit Opportunity Act (Reg. B)
- C. Truth-in-Lending Act (Reg. Z)
- D. Other Federal laws
  - 1. Home Mortgage Disclosure Act (HMDA)
  - 2. Fair Credit Reporting Act/Fair and Accurate Credit Transactions Act of 2003
  - 3. Gramm-Leach-Bliley Act/Privacy Provisions and Federal Trade Commission Privacy Regulations

**II. General mortgage knowledge**

- A. Mortgage programs
  - 1. Conventional/conforming
  - 2. Government (FHA, VA)
  - 3. Other (jumbo, sub-prime, niche, second, construction)
- B. Mortgage loan products
  - 1. Fixed
  - 2. Adjustable
  - 3. Balloon
- C. Terms used in the operation of the loan market (points, etc)

**III. Mortgage loan process**

- A. Soliciting and taking applications
- B. Qualification
  - 1. Borrower analysis
    - a. Credit
    - b. Income
    - c. Ratios
    - d. Assets
  - 2. Appraisals
  - 3. Mortgage insurance
  - 4. Liens
- C. Specific government program guidelines
  - 1. HUD, VA, FHA
  - 2. Fannie Mae (FNMA), Freddie Mac (FHLMC)
  - 3. Ginnie Mae (GNMA)
- D. Closing
  - 1. Title and title insurance
  - 2. Real estate terms
  - 3. Fees
- E. Servicing

#### **IV. New Jersey statutes and regulations pertaining to mortgage lending**

##### **A. New Jersey Licensed Lenders Act (NJSA 17:11C-1 et seq) and NJAC 3:15-1-6**

1. Definitions and general provisions
2. Licensing
  - a. Who needs to be licensed or registered
  - b. Authorities
  - c. Bonding requirements
  - d. Net worth standards
  - e. Fees
  - f. Office requirements
  - g. Change of ownership
  - h. Renewal
  - i. Other licensing issues
3. Record maintenance; reporting and filing
4. Prohibited acts, penalties, investigations, hearings, and appeals
5. Characteristics of loans
6. Imposition of administrative penalties

##### **B. Other New Jersey statutes and regulations related to mortgage lending**

1. NJAC 3:1-16.1-11 Mortgage Loans, Fees, Obligations
2. NJAC 3:2-1-9 Advertising by Financial Institutions
3. Title 46 Real Property Law
  - a. Lien release
  - b. Prepayment penalties
  - c. Attorney review fee
  - d. Right to choose attorney
  - e. Definition of residential property and residential mortgage loan
4. Title 46 and 17 as related to mortgage escrow
5. Title 31 Usury and interest on types of loans
6. Title 46 - New Jersey Home Ownership Security Act of 2002 As Amended (Anti-Predatory Lending Law)